

### Abstract of the Disclosure

5 An intelligent agent and method of negotiating  
therewith incorporate a number of features, used alone or  
in combination, to enhance the productivity, security,  
efficiency and responsiveness of the agent in negotiations  
with other parties. One feature incorporates  
10 randomization of one or more aspects of an agent's  
behavior to disguise its negotiation strategy from other  
negotiating parties and thereby prevent such parties from  
gaining a negotiating advantage at the expense of the  
agent. Another features incorporates limiting  
15 unproductive negotiations by constraining one or more  
aspects of an agent's behavior based upon the behavior of  
a negotiating party and/or the duration of the  
transaction, and thereby making it more likely that  
unproductive negotiations will be terminated. An  
20 additional feature incorporates dynamic value  
determination to determine the desired value of a desired  
transaction by weighting and normalizing estimated values  
retrieved from a plurality of information sources.  
Moreover, a further features incorporates dynamic value  
25 determination which weights and normalizes the values of  
related transactions based upon the proximity of the  
related and desired transactions.